

BARTHOLOMEW COUNTY LANDLORD ASSOCIATION

This Saturday: Jan 13, SPECIAL TIME 9-11 am
Columbus Indiana Airport, Meeting Hall (downstairs)
Paid members only! Special session.

Saturday's Agenda:

Fellow Landlords,
This is THE most important session of the entire year!
Special time: 9-11 am this Sat.

#1: Eviction Court Magistrate Meek. Several big changes at court like online filing, scanning your evidence, and more. It's VERY rare to hear directly from a judge and Mag. Meek is always very educational. The court controls tenancy and your income. Learn now before you need it! The law is NTO logical or common sense. Court is a set of rules you must follow or your residents gets to stay for free. Small details can make a huge difference.
Email your questions to Brad gmooffice@comcast.net
PAID MEMBERS ONLY so bring a \$75 check to BCLA or use your credit card or checking account online
www.BartholomewLandlords.com JCPI welcome.

#2: City Landlord Registration. Argh. Here we go again! We have to squash this every few years. We MUST fight back! Strength in numbers! You joined to have a voice and now it's time to speak up. Loudly! Proposed ordinance attached. Please take the time to read it and be informed. You might not mind it but it is bad for all LLs!! It's a public list of ALL your real estate assets.

- A. Mark your calendars to storm City Hall. Pitchforks optional. We need big numbers to show we are serious and not going away. Indy TV crews are watching. Check out Fox59's report. Tues, Jan 16, 6pm. City Hall.
- B. Email every councilperson individually. Write a note and DELIVER it to their home. Call them - they want YOUR number to be public! They all campaigned saying they wanted to hear from the people! Persistence pays off.

City Council is trying to hammer landlords AGAIN! They hate affordable housing and LLs! Recent anti-landlord ordinances passed by this council:

- City can mow your rental's grass and charge you \$247 without notice. It becomes a lien of unpaid.
- YOU can be fined thousand\$\$\$ if your tenant parks a non-working car on your property

Now they want you to list all your rentals with your name and phone number – a written list of all your real estate assets for anyone to see, maybe printed in the newspaper. Can you IMAGINE!! Any upset evictee, copper thief, or disgruntled city official can track down every one of your properties and vandalize, steal, or write you up. Kick that drug dealer out of your rental and watch him follow the list to vandalize all of your properties. Lawyers LOVE to sue folks who have real estate! City wants to hand them a list!

Discrimination: This is flat our housing discrimination, treating one person differently than another. If this is soooo important to public safety why isn't EVERYONE ordered to provide this info? Make it VOLUNTARY and free.

Lazy or inept?: They can't look up GIS on their PHONE? or use the phone book, or Google, or 411? Hello!? Are city officials too ____ to look it up?? Or ask the tenant?? What tenant does not know who is their landlord! Trash/vehicle/code violations etc require the city to MAIL a letter, not call. The tax bills seem to arrive just fine!

Personal safety: Policemen, city officials, lawyers, judges, etc do not give out their personal info for obvious reasons – wackos and haters with guns! The safety of themselves and their children would be put at risk. We also have to turn people away or evict. I teach LLs to keep their private lives private because there ARE weirdos and dangerous people out there who will come after you for no reason. Or maybe you evicted them.

Right to Privacy: Some LLs do not want their personal info and assets blasted into the public spotlight. City says the list would be public.

LLCs, Trusts, Corporation: perfectly legal entities that own real estate and shelter the owner(s)' personal identity. Some people do not want their ownership known. It's legal.

Emergencies: Are the firemen really going to wait until I answer their voicemail before squirting water on the fire? Will the police's hand be tied while my phone is on silent?
Does the tenant not know who their LL is??

Illegal: for the LL to open the door for the police without 24 hours notice to the tenant. Police know this.

Fee: Only \$5...for now. We know how govt fees grow! It's low right now to avoid the fee argument and look generous. But the real hammer is the FINES!! What a great fundraiser for the city!

Special thanks to Richard Fogler who volunteered to be the "face" of landlords on the front page of the paper!

City Council:

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Elaine Wagner ewagner@columbus.in.gov 4265 Sharp Ln., Columbus IN 47201, 317-638-2526

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Jim Lienhoop mayor@columbus.in.gov 123 Washington St Columbus IN 47201, 812-376-2500

(all info from public records and of all places, the Phone Book!)

Time To Renew!

All memberships expire Dec 31. Third Notice.

Renew online at www.BartholomewLandlords.com

-with your check on the website

-with your credit card on the website

-drop off a check at The UPS Store, Box #202

-bring any of the above to the meeting or lunch

Don't lose your discounts, Doxpop, or \$6 credit reports

New Members: are invited to stick around after the meeting for a brief orientation of BCLA services available to them.

There is usually a group that goes to brunch

After the meeting, too. Y'all come.

Last Month: Back To Basics by Brad Grayson

"This is a football"

EVERY good business, old or new,

Must stop and review the basics.

Build on a solid foundation.

Landlord School is now in session!

Newbies bring your questions.

Pros bring ideas to share.

Renters have changed. Have you kept up?

-Prepping the home

- Cleaning tricks and tips
- Painting
- Curb appeal
- Flooring
- Fashion trends, paint colors
- Getting the word out
- Showings
- Screening

Coming up:

Feb 10: Vendor Fair with 25 prizes plus a \$500 Mega Prize!!

Mar 10: Service & Emotional Support Animals. Human Rights Commission (Fair Housing office)

Apr 14: How to read a credit report - John Spafford of NTN (tentative)

Big change!

Community Buying Group is now part of Think Realty

Your discounts are GONE until you opt in at

<http://affiliate.thinkrealty.com/a/bartholomew-county-landlord-association>

or call 816-398-4130

Our group code is **BCLA109**

BCLA pays for a group membership so no additional cost to you.

Sherwin Williams – HUGE discount nationwide, locally just show your BCLA card

84 Lumber (new!)

Sunbelt Rentals – discounts on equipment and tools

SimpliSafe – group pricing on security systems

And many more

Court is cracking down on the required written Deposit Settlement mailed within 45 calendar days.

If not done properly you might lose every penny the deadbeat owes you.

Do the letter! Repair quotes or estimates are OK.

Get a CERTIFICATE OF MAILING for \$1.05 at the Post Office

Or send it PRIORITY with tracking for \$6.65 from your office with USPS Click and Ship online label and payment.

The law only requires you SEND it

To the last known address (perhaps your rental)

Court is now doing eFile for evictions.

Save a trip, pay with credit card online.

Credit Reports: BIG change!

These are still a vital tool in your screening arsenal.

BUT...the federal government, in all their wisdom and experience working screening applicants has decided that as of July 1, 2017,

COURT EVICTIONS and MONETARY JUDGMENTS, even previous actions, will no longer show on credit reports.

Yes, you read that right.

We still use CRs but you MUST also search carefully on Doxpop for evictions.

(MyCase does not cover all counties)

Thru our great arrangement with NTN Credit Reports
You can request DECISION POINT service which pulls
evictions, criminal, sex offender, bankruptcies...the whole shebang!
AND gives you an overall YES/NO score on your applicant's rentability.
NTN can also provide selected services cafeteria style.

Doxpop: CAUTION: read the screen carefully!

The Chronological listing has been reversed –
with the NEWEST post at the top but it might be on the next 3-4 lines.
We still need Doxpop because the new Odyssey MyCase system
does not cover all Indiana counties,
including some of our surrounding counties you need.

**Special THANK YOU to all the vendors who
support BCLA! They help our businesses every day.
Please support our vendors.**

JCPI Johnson County Property Investors
("Franklin LL group") are welcome the same as BCLA members.

BCLA

"Working together to provide quality housing & protect our investments."

President: Brad Grayson 812-376-3500 gmoffice@comcast.net.

www.BartholomewLandlords.com 3129 25th St #202, Columbus IN 47203

What you DON'T know CAN hurt you

- Handbook with Forms: Application, Lease, Late Letters, Inspections, Court, etc
- Online Court eviction records, (Doxpop) at no charge - worth \$300-500 per year
- Credit Reports, online, \$6. Criminal, Sex Offender reports available
- Buying Group – 10%+2% at Lowes, huge discount at Sherwin Williams, and more
- Learn how to be increase profits, reduce turnover, reduce headaches!
- Learn about tax advantages, extra deductions, rental bookkeeping
- You are not alone. Meet other local landlords facing the same issues
- Learn about court: eviction, garnishments, body attachments (warrant for their arrest)
- Learn about collections, finding skips
- Learn from speakers - local CPAs, attorneys, furnace repair, pro painters, etc.
- Swap names for contractors, suppliers
- Strength in numbers: representation on Housing Task Force, etc.
- Tenants can get free attorneys. What are you doing to stay ahead of them?
- Many laws are not logical; some are urban legends. Fines are huge.
- Ignorance of the law is not an excuse. Fair Housing laws, lead based paint laws, Flood Disclosure, building codes, and health codes apply to landlords with 1 or 1,000 units.

Membership: \$75 per calendar year (deductible business expense), made out to BCLA, and a completed registration form. New members joining midyear receive a large notebook of forms worth more than the membership fee, full of info geared to Bartholomew County, Doxpop online court records, \$6 credit reports, attorney program, discounts on paint and materials, contractor referrals, mailings, and email updates. New members joining in Oct, Nov, Dec automatically roll to the following year. Family members or legitimate business partners are included in a business's membership.

Enroll online at www.BartholomewLandlords.com Heavy Doxpop users may see additional cost.

Monday lunch: Sirloin Stockade, Hwy 31 next to old Kroger. 11:30, every Monday even most holidays.
Come as you are! This is an open forum business session, to network, listen, learn, ask question, share experience. Newbies and questions welcome!

Spend a little time with local landlords who have 20, 30, 50 years of experience.

Ya gotta eat! We're in the side room to the left of the food bars.

Monthly Meeting: We meet on the second Saturday of each month, 9-10am, with guest speakers, demonstrations, or topical discussions. Please mark your calendars. Work clothes are OK. Learn how to protect your RE investment and improve your profit. Door charge \$1. Guests welcome!

Location: Columbus Municipal Airport, Large Meeting Hall (downstairs). Fully accessible via elevator. 4770 Ray Boll Blvd, Columbus, IN 47203

Or drive north on Central Ave, follow the bend to the right, then left on Ray Boll Blvd. Next to the jet on display.

About BCLA: Bartholomew County Landlord Association is the largest and oldest local organization of housing providers supplying related information. Our aim is to help landlords and property managers get the information they need to serve the community's housing needs and to protect their own investments. BCLA has been meeting every month for over 20 years to address these issues. Members include private landlords, property managers, realtors, suppliers, and more. Your membership is vital as we work with community leaders to address housing concerns.

